

SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2021 LOAN VOLUME REPORT OCTOBER 1, 2021 - FEBRUARY 28, 2022



7(a) LOANS

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Eastern Bank	90	\$ 6,574,875	\$73,054
2	Needham Bank	19	\$ 1,317,000	\$69,316
3	TD Bank, National Association	19	\$ 440,900	\$23,205
4	Webster Bank, National Association	15	\$ 1,958,750	\$130,583
5	Newtek Small Business Finance, Inc.	13	\$ 5,667,425	\$435,956
6	Enterprise Bank and Trust Company	11	\$ 3,102,625	\$282,057
7	St. Mary's CU	11	\$ 530,105	\$48,191
8	Cambridge Savings Bank	9	\$ 2,671,700	\$296,856
9	Bristol County Savings Bank	9	\$ 1,233,875	\$137,097
10	Cape Cod Five Cents Savings Bank	9	\$ 336,000	\$37,333
11	Citizens Bank, National Association	8	\$ 4,320,925	\$540,116
12	Salem Five Cents Savings Bank	8	\$ 1,394,700	\$174,338
13	Berkshire Bank	7	\$ 1,593,350	\$227,621
14	Live Oak Banking Company	6	\$ 9,175,500	\$1,529,250
15	Leader Bank, National Association	6	\$ 1,370,450	\$228,408
16	North Shore Bank, A Cooperative Bank	6	\$ 1,310,750	\$218,458
17	Northern Bank and Trust Company	5	\$ 1,044,200	\$208,840
18	Rockland Trust Company	5	\$ 441,875	\$88,375
19	Santander Bank, National Association	5	\$ 136,000	\$27,200
20	Customers Bank	4	\$ 3,620,750	\$905,188
21	Celtic Bank Corporation	4	\$ 3,601,250	\$900,313
22	Webster Five Cents Savings Bank	4	\$ 294,500	\$73,625
23	Avidia Bank	3	\$ 1,360,250	\$453,417
24	Cornerstone Bank	3	\$ 702,000	\$234,000
25	Cadence Bank	3	\$ 693,750	\$231,250
26	Common Capital Inc.	3	\$ 437,150	\$145,717
27	Brookline Bank	3	\$ 307,500	\$102,500
28	Coastal Heritage Bank	3	\$ 276,250	\$92,083
29	South Shore Bank	3	\$ 150,000	\$50,000
30	Greylock FCU	3	\$ 105,000	\$35,000
31	First Bank	2	\$ 1,230,000	\$615,000
32	Readycap Lending, LLC	2	\$ 1,042,625	\$521,313
33	Five Star Bank	2	\$ 630,000	\$315,000
34	First Home Bank	2	\$ 483,750	\$241,875

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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
35	GFA FCU	2	\$ 228,000	\$114,000
36	Dean Co-Operative Bank	2	\$ 200,000	\$100,000
37	HarborOne Bank	2	\$ 159,000	\$79,500
38	Newburyport Five Cents Savings Bank	2	\$ 143,750	\$71,875
39	People's United Bank, National Association	2	\$ 105,000	\$52,500
40	Adams Community Bank	2	\$ 91,975	\$45,988
41	Workers FCU	2	\$ 86,415	\$43,208
42	North Brookfield Savings Bank	2	\$ 58,000	\$29,000
43	Easthampton Savings Bank	2	\$ 43,500	\$21,750
44	Bank Five	2	\$ 20,050	\$10,025
45	Lee Bank	2	\$ 16,700	\$8,350
46	Belmont Bank & Trust Company	1	\$ 1,875,000	\$1,875,000
47	Liberty Bank	1	\$ 1,200,000	\$1,200,000
48	Colony Bank	1	\$ 1,060,125	\$1,060,125
49	Fidelity Co-Operative Bank	1	\$ 517,500	\$517,500
50	Reading Co-Operative Bank	1	\$ 412,500	\$412,500
51	Pacific Western Bank	1	\$ 385,500	\$385,500
52	PeoplesBank	1	\$ 350,400	\$350,400
53	First Savings Bank	1	\$ 301,500	\$301,500
54	United Community Bank	1	\$ 285,000	\$285,000
55	Atlantic Capital Bank, National Association	1	\$ 262,500	\$262,500
56	First Financial Bank	1	\$ 262,500	\$262,500
57	Stearns Bank National Association	1	\$ 262,500	\$262,500
58	New Valley Bank & Trust	1	\$ 232,500	\$232,500
59	Bank of America, National Association	1	\$ 175,000	\$175,000
60	Westfield Bank	1	\$ 141,000	\$141,000
61	The Pittsfield Co-Operative Bank	1	\$ 86,700	\$86,700
62	Community Investment Corporation	1	\$ 63,750	\$63,750
63	UniBank for Savings	1	\$ 62,500	\$62,500
64	South Eastern Economic Development Corpora	1	\$ 61,500	\$61,500
65	Cape Ann Savings Bank	1	\$ 57,500	\$57,500
66	Greenfield Savings Bank	1	\$ 52,500	\$52,500
67	Rollstone Bank & Trust	1	\$ 37,500	\$37,500
68	Florence Bank	1	\$ 30,000	\$30,000
69	Middlesex Savings Bank	1	\$ 30,000	\$30,000
70	BankGloucester	1	\$ 12,500	\$12,500
71	KeyBank National Association	1	\$ 12,500	\$12,500
Grand Total		353	\$ 68,938,645	\$ 195,294

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504 Loans				
RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Bay Colony Development Corporation	61	\$ 30,849,000	\$505,721
2	Granite State Economic Development Corpora	49	\$ 37,094,000	\$757,020
3	New England Certified Development Corporati	26	\$ 25,748,000	\$990,308
4	South Eastern Economic Development Corpora	13	\$ 10,498,000	\$807,538
5	Cape & Islands Community Development, Inc.	10	\$ 8,722,000	\$872,200
6	Worcester Business Development Corporation	4	\$ 1,800,000	\$450,000
7	Ocean State Business Development Authority	1	\$ 357,000	\$357,000

	Grand Total	164	\$ 115,068,000	\$ 701,634
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Third Party Lenders				
RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Enterprise Bank and Trust Company	14	\$ 12,471,815	\$ 890,844
2	Rockland Trust Company	14	\$ 9,487,772	\$ 677,698
3	Salem Five Cents Savings Bank	11	\$ 6,121,250	\$ 556,477
4	Eastern Bank	10	\$ 5,800,805	\$ 580,081
5	People's United Bank, National Association	9	\$ 5,888,768	\$ 654,308
6	Cornerstone Bank	7	\$ 2,960,157	\$ 422,880
7	Webster Bank, National Association	6	\$ 6,055,000	\$ 1,009,167
8	Bank Five	5	\$ 8,613,890	\$ 1,722,778
9	Coastal Heritage Bank	4	\$ 5,446,650	\$ 1,361,663
10	Cape Cod Five Cents Savings Bank	4	\$ 2,094,250	\$ 523,563
11	HarborOne Bank	3	\$ 5,013,167	\$ 1,671,056
12	South Shore Bank	3	\$ 4,320,000	\$ 1,440,000
13	Avidia Bank	3	\$ 3,900,000	\$ 1,300,000
14	Walpole Co-Operative Bank	3	\$ 2,690,000	\$ 896,667
15	Middlesex Savings Bank	3	\$ 2,287,500	\$ 762,500
16	Seamen's Bank	3	\$ 2,175,000	\$ 725,000
17	Brookline Bank	3	\$ 1,577,500	\$ 525,833
18	Hometown Bank	3	\$ 1,154,000	\$ 384,667
19	Bristol County Savings Bank	3	\$ 1,114,450	\$ 371,483
21	NBT Bank, National Association	2	\$ 2,487,500	\$ 1,243,750
22	Middlesex Federal Savings, F.A.	2	\$ 2,486,018	\$ 1,243,009
23	TD Bank, National Association	2	\$ 2,391,000	\$ 1,195,500
24	Leader Bank, National Association	2	\$ 2,087,500	\$ 1,043,750
25	Main Street Bank	2	\$ 1,443,592	\$ 721,796
26	Primary Bank	2	\$ 1,227,500	\$ 613,750
27	Needham Bank	2	\$ 1,058,750	\$ 529,375
28	Mechanics Cooperative Bank	2	\$ 905,000	\$ 452,500
29	Greenfield Savings Bank	2	\$ 703,500	\$ 351,750
30	North Easton Savings Bank	2	\$ 470,000	\$ 235,000
31	Newburyport Five Cents Savings Bank	1	\$ 8,682,000	\$ 8,682,000

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RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
32	Bank Five Nine	1	\$ 3,990,000	\$ 3,990,000
33	Martha's Vineyard Bank	1	\$ 3,325,000	\$ 3,325,000
34	Easthampton Savings Bank	1	\$ 3,242,201	\$ 3,242,201
35	MountainOne Bank	1	\$ 2,195,500	\$ 2,195,500
36	Dedham Institution for Savings	1	\$ 1,915,288	\$ 1,915,288
37	BankFive, MHC	1	\$ 1,900,000	\$ 1,900,000
38	Bank of America, National Association	1	\$ 1,340,790	\$ 1,340,790
39	Berkshire Bank	1	\$ 1,322,000	\$ 1,322,000
40	Webster First FCU	1	\$ 1,176,430	\$ 1,176,430
41	Northern Bank and Trust Company	1	\$ 1,085,000	\$ 1,085,000
42	BayCoast Bank	1	\$ 1,062,127	\$ 1,062,127
43	The Provident Bank	1	\$ 955,863	\$ 955,863
44	The Cooperative Bank	1	\$ 790,000	\$ 790,000
45	SVB Financial Group	1	\$ 705,000	\$ 705,000
46	Cambridge Savings Bank	1	\$ 650,000	\$ 650,000
47	East Cambridge Savings Bank	1	\$ 634,500	\$ 634,500
48	KeyBank National Association	1	\$ 610,000	\$ 610,000
49	Reading Co-Operative Bank	1	\$ 600,000	\$ 600,000
50	Webster Five Cents Savings Bank	1	\$ 600,000	\$ 600,000
51	Community Bank, National Association	1	\$ 527,575	\$ 527,575
52	Greenfield Co-Operative Bank	1	\$ 510,000	\$ 510,000
53	The Cooperative Bank of Cape Cod	1	\$ 439,750	\$ 439,750
54	Westfield Bank	1	\$ 375,000	\$ 375,000
55	Align CU	1	\$ 349,949	\$ 349,949
56	Lee Bank	1	\$ 300,000	\$ 300,000
57	Southern Bancorp Bank	1	\$ 280,000	\$ 280,000
58	Liberty Bank	1	\$ 250,000	\$ 250,000
59	Peoples Bank	1	\$ 192,500	\$ 192,500
60	St. Mary's CU	1	\$ 192,500	\$ 192,500
61	Centreville Bank	1	\$ 171,000	\$ 171,000
62	Adams Community Bank	1	\$ 140,000	\$ 140,000
63	Holyoke CU	1	\$ 85,000	\$ 85,000

	Grand Total	164	\$ 145,027,307	\$ 884,313
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Microlenders

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Common Capital Inc	9	\$ 58,000	\$ 6,444
2	South Eastern Economic Development Corp	8	\$ 184,500	\$ 23,063
3	North Central MA Development Corp	4	\$ 95,000	\$ 23,750
4	Dorchester Bay Economic Development	3	\$ 35,000	\$ 11,667
5	EDIC of Lynn	3	\$ 15,000	\$ 5,000

	Grand Total	27	\$ 387,500	\$ 14,352
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**SBA MASSACHUSETTS DISTRICT OFFICE
FY- 2021 LOAN VOLUME REPORT OCTOBER 1, 2021 - FEBRUARY 28, 2022**

**SBA SPRINGFIELD BRANCH OFFICE
FY- 2021 LOAN VOLUME REPORT OCTOBER 1, 2021 - FEBRUARY 28, 2022
WESTERN MASSACHUSETTS
The following loans are included in the MA Loan Volume Report totals above:**

7(a) LOANS

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	TD Bank, National Association	6	\$ 167,000	\$27,833
2	Common Capital Inc.	3	\$ 437,150	\$145,717
3	Greylock FCU	3	\$ 105,000	\$35,000
4	Berkshire Bank	3	\$ 20,500	\$6,833
5	Newtek Small Business Finance, Inc.	2	\$ 1,369,650	\$684,825
6	Adams Community Bank	2	\$ 91,975	\$45,988
7	Easthampton Savings Bank	2	\$ 43,500	\$21,750
8	Lee Bank	2	\$ 16,700	\$8,350
9	Liberty Bank	1	\$ 1,200,000	\$1,200,000
10	PeoplesBank	1	\$ 350,400	\$350,400
11	Customers Bank	1	\$ 337,500	\$337,500
12	Five Star Bank	1	\$ 262,500	\$262,500
13	Stearns Bank National Association	1	\$ 262,500	\$262,500
14	New Valley Bank & Trust	1	\$ 232,500	\$232,500
15	Westfield Bank	1	\$ 141,000	\$141,000
16	The Pittsfield Co-Operative Bank	1	\$ 86,700	\$86,700
17	Greenfield Savings Bank	1	\$ 52,500	\$52,500
18	Florence Bank	1	\$ 30,000	\$30,000
19	KeyBank National Association	1	\$ 12,500	\$12,500

	Grand Total	34	\$ 5,219,575	\$ 153,517
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504 Loans

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Granite State Economic Development Corpora	9	\$ 2,896,000	\$321,778
2	New England Certified Development Corporati	4	\$ 4,852,000	\$1,213,000
3	Bay Colony Development Corporation	2	\$ 297,000	\$148,500

	Grand Total	15	\$8,045,000	\$ 536,333
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Third Party Loans

RANK	LENDER NAME	# LOANS	GROSS \$\$ AMOUNT	AVERAGE
1	Greenfield Savings Bank	2	\$ 703,500	\$ 351,750
2	Easthampton Savings Bank	1	\$ 3,242,201	\$ 3,242,201
3	MountainOne Bank	1	\$ 2,195,500	\$ 2,195,500
4	Berkshire Bank	1	\$ 1,322,000	\$ 1,322,000
5	Community Bank, National Association	1	\$ 527,575	\$ 527,575
6	Greenfield Co-Operative Bank	1	\$ 510,000	\$ 510,000
7	Westfield Bank	1	\$ 375,000	\$ 375,000
8	Lee Bank	1	\$ 300,000	\$ 300,000
9	NBT Bank, National Association	1	\$ 287,500	\$ 287,500
10	Southern Bancorp Bank	1	\$ 280,000	\$ 280,000
11	Liberty Bank	1	\$ 250,000	\$ 250,000
12	Peoples Bank	1	\$ 192,500	\$ 192,500
13	Adams Community Bank	1	\$ 140,000	\$ 140,000
14	Holyoke CU	1	\$ 85,000	\$ 85,000

	Grand Total	15	\$10,410,776	\$694,052
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